# DOWNTOWN FORT LAUDERDALE MARKET PULSE





## AGENDA

- INTRODUCTION
- DOWNTOWN FORT LAUDERDALE SNAPSHOT
- RESIDENTIAL ACTIVITY
- OFFICE MARKET OVERVIEW
- LEASING COMPETITIVE SET
- DEALS IN THE MARKET

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### DOWNTOWN FORT LAUDERDALE MARKET PULSE



### INTRODUCTIONS



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### DOWNTOWN FORT LAUDERDALE MARKET PULSE



#### DOWNTOWN FORT LAUDERDALE MARKET PULSE

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4th QUARTER 2014



### DYNAMIC & VIBRANT CBD

- Broward Center for the Performing Arts to receive
   \$44 million expansion and renovation
- Broward County Courthouse to receive new \$270 million facility with 730,000 SF of finished space
- New downtown hotel, Fairfield Inn & Suites, being developed at Broward Blvd. & US 1
- 26 new restaurants opened in Downtown since 2010, including such hotspots as: Lobster Bar Sea Grille,
   Royal Pig, Vibe, The Public House, Grille 401, Tap 42 and American Social

- The area north of Broward Boulevard is transforming into a young and hip enclave, home to neighborhoods such as Progresso Village, Flagler Village and F.A.T. (Flagler Art & Technology) Village, and amenities such as the new Fresh Market supermarket, and numerous art galleries and cafes
- Premier hotels: Riverside Hotel, Hyatt Regency, Hilton & Hampton Inn
- Las Olas Boulevard Corridor: 1-mile stretch of boutiques, art galleries, bars, restaurants, Museum of Art, IMAX movie theatre, art house cinema, Performing Arts Center, and Museum of Discovery & Science



# ROBUST POPULATION GROWTH AND NEW JOBS PAVE THE WAY FOR STRONG PERFORMANCE

- 25,000 residents migrated from Miami-Dade County to Broward County in 2011
   – ranking as the sixth biggest county-tocounty migration flow in the nation
- 115,535 Population Increase over last 5 years, a 6.7% increase
- 84,691 new jobs over the last 3 years



 5.2% unemployment rate is 440 basis points below the peak level of 9.6% in 2010 and 150 basis points below the national average and the lowest in the tri-county area



### INCREASED INVESTMENT IN KEY INFRASTRUCTURE DEMAND DRIVERS

- Fort Lauderdale-Hollywood International Airport (FLL): #21 on the United State's busiest airports
- Port Everglades: #3 cruise port in the world, currently undergoing \$470 million capital improvement program to provide on-port rail access and improve highway connectivity







### KEY TRANSPORTATION UPGRADES

#### THE WAVE STREETCAR

\$143 million, environmentally-friendly, 2.7 mile streetcar system for Downtown integrating land use, transportation and economic development. The project is expected to begin construction in 2014, and to be running by mid-2017. Five modern streetcar vehicles will operate seven days a week, with trains running every 7.5 minutes during weekday peak and off-peak periods and every 15 minutes during weekday evenings and weekends



#### ALL ABOARD FLORIDA

- Proposed passenger rail service from Miami to Orlando, with stops in Fort Lauderdale and West Palm Beach. The \$1.5 Billion private project is being spearheaded by Florida East Coast Industries (FEC)
- Capable of carrying 400 passengers on 32 daily trips, anticipated to alleviate highway traffic congestion by 3 million people annually





# II. RESIDENTIAL ACTIVITY



#### DOWNTOWN FORT LAUDERDALE MARKET PULSE

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## RESIDENTIAL ACTIVITY

## URBAN REVITALIZATION LED BY BOOMING MULTI-FAMILY CONSTRUCTION IN CBD

- Ft. Lauderdale's CBD has emerged as a 24-hour city, with a walkable "live, work & play" cosmopolitan core
- Prior to 2014, there were only 1,008 market-rate units in the downtown Fort Lauderdale CBD
- Now, 962 additional units have been delivered; 948 are under construction; and 2,164+ units are approved or planned
- Provide further barriers to entry in an already supply constrained CBD





# RESIDENTIAL ACTIVITY

### NEW MULTIFAMILY DEVELOPMENTS

New River Yacht Club249RelatedIn Lease-upThe Edge331Morgan GroupIn Lease-upManor in Flagler Village382RelatedIn Lease-upVillage Place112Housing Trust GroupUnder ConstructionNew River Phase III209American LandUnder ConstructionPinacle at Tarpon River112PinnacleUnder Construction8th Street Residences254Stiles/RockefellerUnder ConstructionIcon Las Olas272RelatedApprovedNew River Yacht Club II349RelatedApprovedMarina Lofts856Cymbal DevelopmentApprovedOne2Oforth386Ellis DiversifiedPlanned200 E Las OlasTBDStiles/TribunePlanning	PROJECT NAME	UNITS	DEVELOPER	STAGE
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200 E Las Olas TBD Stiles/Tribune Planning	2nd Street Residences	398	Ellis Diversified	Planned
	200 E Las Olas	TBD	Stiles/Tribune	Planning
Flagler Village 260 TBD For Sale	Flagler Village	260	TBD	For Sale
Las Olas Riverfront TBD TBD For Sale	Las Olas Riverfront	TBD	TBD	For Sale
100 E Las Olas TBD TBD For Sale	100 E Las Olas	TBD	TBD	For Sale
3rd & 3rdTBDTBDFor Sale	3rd & 3rd	TBD	TBD	For Sale



# III.OFFICE MARKET OVERVIEW



#### DOWNTOWN FORT LAUDERDALE MARKET PULSE

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4th QUARTER 2014



# OFFICE MARKET OVERVIEW

#### STRONG MIGRATION OF OFFICE TENANTS TO THE URBAN CORE

Since 2011, CBRE has tracked 32 tenants totaling approximately 514,000
 SF that have re-located to the CBD from the suburbs (see list to right), leading the way to improved market fundamentals

# ROBUST AND ACCELERATING MARKET FUNDAMENTALS WITHIN FORT LAUDERDALE'S OFFICE MARKET

#### Strong Absorption

- » As of 4Q 2014, the Fort Lauderdale Market experienced 466,239 SF of positive Net Absorption
- » Over the same time-frame, the Downtown/CBD Submarket experienced positive Net Absorption of 152,051 SF

#### Declining Vacancy

- » Fort Lauderdale Market 4Q 2014, Vacancy rates dropped 200 basis points (bps) year over year to 15.1%
- » Simultaneously, Downtown/CBD vacancy is down 480 bps to 12.7%

#### • No New Supply

» No construction deliveries over the last 3 years. In the Downtown CBD, a 35,000 SF, Class A office building is scheduled for delivery 202015, most of which is preleased to a local law firm.





## OFFICE MARKET OVERVIEW

### TALES OF MICRO-MARKETS

ON AND OFF LAS OLAS (2Q 2014)

TOTAL FORT LAUDERDALE CBD
16 PROPERTIES
3,590,613 <sup>sf</sup>
85.7% LEASED
\$22.84 PSF AVG ASKING BASE
\$13.06 PSF AVG ESTIMATED OPEX

ON LAS OLAS					
7 PROPERTIES					

1,618,379 <sup>sf</sup>

92.2% LEASED

\$27.14 PSF AVG ASKING BASE

\$14.56 PSF AVG ESTIMATED OPEX

OFF LAS OLAS
9 PROPERTIES
1,972,234 <sup>SF</sup>
80.5% LEASED
\$19.50 PSF AVG ASKING BASE
\$11.89 PSF AVG ESTIMATED OPE



# PROJECTED MARKET RENT GROWTH & ABSORPTION (CBRE ECONOMETRIC ADVISORS)

- 31.9% Projected Market Rent Growth over 5 years
- Net Absorption is expected to average 86,000 SF per year, for a total of 430,000 from 2015-2019

YEAR	RENT GROWTH	ABSORPTION
2015	6.6%	101,000 SF
2016	6.2%	84,000 SF
2017	6.0%	77,000 SF
2018	5.3%	82,000 SF
2019	4.4%	86,000 SF
Total/Compounded	31.9%	430,000 SF



# OFFICE MARKET OVERVIEW URBAN SALE COMPARABLES

NEW RIVER CENTER	BROWARD FINANCIAL CENTER	200 EAST BROWARD	COMERICA TOWER

Address	200 E. Las Olas Blvd Ft. Lauderdale	500 E. Broward Blvd Ft. Lauderdale	200 E. Broward Blvd Ft. Lauderdale	100 NE 3rd Ave Ft. Lauderdale
Size (SF)	281,713	324,429	225,650	166,098
Year Built/Ren.	1990	1986/2007	1992	1983/2010
Sale Price	\$108,000,000	\$117,000,000	\$66,400,000	\$32,500,000
Price/SF	\$383.37	\$339	\$294	\$196
Occupancy Rate	86%	90%	88%	82%
Cap Rate	5.0%	6.6%	5.8%	7.4%
Recorded Date	12/2014	11/2014	7/2014	4/2014
Seller	Invesco	DRA Advisors	Invesco	Beacon Partners
Buyer	Stiles/Prudential	AGS Properties	TA Associates	Brookwood



## OFFICE MARKET OVERVIEW URBAN SALE COMPARABLES

LAS OLAS CENTRE	TOWER 101	LAS OLAS CITY CENTRE	WELLS FARGO TOWER

Address	350-450 E. Las Olas Boulevard Ft. Lauderdale	101 NE 3rd Avenue Ft. Lauderdale	401 E. Las Olas Blvd Ft. Lauderdale	1 E. Broward Blvd Ft. Lauderdale
Size (SF)	468,843	230,238	408,063	338,089
Year Built/Ren.	1996	1986	2002/2005	1984
Sale Price	\$204,000,000	\$28,700,000	\$163,700,000	\$42,000,000
Price/SF	\$435	\$125	\$401	\$124
Occupancy Rate	89%	68%	95%	55%
Cap Rate	6.4%	6.69%	6.20%	2.40%
Recorded Date	3/2014	7/2012	9/2011	9/2011
Seller	USAA Real Estate	Cap Advisors	Shorenstein JV Stiles	DBSI Group
Buyer	Deutsche Bank	Banyan Street Capital	JP Morgan	Ivy Realty



# IV. LEASING COMPETITIVE SET



DOWNTOWN FORT LAUDERDALE MARKET PULSE

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4th QUARTER 2014



### LEASING COMPETITIVE SET

1 EAST BROWARD	PLAZA 100	TOWER 101	101 CENTER	ONE FINANCIAL PLAZA
				man
				a Net

Address	1 East Broward Blvd	100 NE 3rd Avenue	101 NE 3rd Avenue	101 NE 3rd Avenue	100 SE 3rd Avenue
Owner	Ivy Realty	Brookwood	Banyan Street Capital	Banyan Street Capital	Stiles/Prudential
Year Built/Ren.	1984/2011	1984	2001	1986	1972/2008
Floors	19	11	21	6	28
Total RSF	338,201	165,757	177,080	49,991	298,046
SF Available	60,439	29,442	48,878	38,185	36,865
% Leased	82.13%	82.24%	72.40%	23.62%	87.63%
Full Service Rental Rates	\$29.75	\$28.15	\$30.02	\$26.54	\$36.50
Estimated OpEx	\$11.75	\$11.65	\$12.02	\$10.04	\$13.50
Asking Base Rent	\$18.00	\$16.50	\$18.00	\$16.50	\$23.00
Parking Ratio Parking Cost	2.5/1000 \$85	3.5/1000 \$75 (non-reserved) \$125 (reserved)	2/1000 \$70	2.3/1000 \$70	3/1000 \$70
Comments	<ul> <li>Smallest: 840 SF</li> <li>Largest: 19,907 SF</li> </ul>	<ul> <li>Smallest: 1,842 SF</li> <li>Largest: 8,509 SF</li> <li>Brookwood purchase property for \$196 PSF (4/14)</li> </ul>	<ul> <li>Smallest: 1,517 SF</li> <li>Largest: 43,935 SF</li> <li>Sunbelt Rentals (sublease +34,000 SF) off market, direct available space</li> </ul>	<ul> <li>Smallest: 2,217 SF</li> <li>Largest: 17,534 SF</li> <li>FtL Convention Bureau leased 12,920 SF (1st &amp; 2nd Floor)</li> </ul>	<ul> <li>Smallest: 738 SF</li> <li>Largest: 11,208 SF</li> </ul>



## LEASING COMPETITIVE SET



Address	110 SE 6 Street	110 E. Broward Blvd	200 E. Broward Blvd	500 E. Broward Blvd	200 E. Las Olas Blvd
Owner	Gencap Partners	Cabot Investment Properties	Invesco Real Estate	DRA Advisors	Invesco Real Estate
Year Built/Ren.	1987	1982	1991	1986/1996	1990
Floors	30	24	21	24	21
Total RSF	391,473	342,906	225,500	326,186	274,457
SF Available	112,619	120,633	27,342	31,893	39,806
% Leased	71.23%	64.82%	87.87%	90.22%	85.50%
Full Service Rental Rates	\$33.96	\$28.50	\$34.04	\$35.03	\$38.62
Estimated OpEx	\$12.46	\$11.50	\$12.04	\$12.03	\$12.62
Asking Base Rent	\$21.50	\$17.00	\$22.00	\$23.00	\$26.00
Parking Ratio Parking Cost	2.3/1000 \$75	2.5/1000 \$60 (not attached)	2.4/1000 \$75	2.8/1000 \$75	2.5/1000 \$75
Comments	<ul> <li>Smallest: 3,670 SF</li> <li>Largest: 52,642 SF</li> </ul>	<ul> <li>Smallest: 1,057 SF</li> <li>Largest: 64,603 SF</li> </ul>	<ul> <li>Smallest: 1,082 SF</li> <li>Largest: 10,444 SF</li> <li>Greenspoon expanded by 48,333 SF Q2 2014</li> </ul>	<ul> <li>Smallest: 793 SF</li> <li>Largest 5,982 SF</li> </ul>	<ul> <li>Smallest: 1,536 SF</li> <li>Largest: 20,462 SF</li> </ul>



## LEASING COMPETITIVE SET

350 LAS OLAS CENTRE	450 LAS OLAS CENTRE	BANK OF AMERICA PLAZA a LAS OLAS CENTRE	SUNTRUST CENTER	THE AUTONATION BLDG	SOI PLAZA @ LAS OLAS	
350 E. Las Olas Blvd	450 E. Las Olas Blvd	401 E. Las Olas Blvd	515 E. Las Olas Blvd	200 SW 1st Avenue	301 E. Las Olas Blvd	
RREEF	RREEF	JP Morgan	SunTrust Bank	Stiles Realty	Stiles Realty	

_						
Owner	RREEF	RREEF	JP Morgan	SunTrust Bank	Stiles Realty	Stiles Realty
Year Built/Ren.	1999	1996	2002	1992	2007	1964/2012
Floors	19	15	23	17	17	8
Total RSF	259,097	209,746	365,924	211,000	186,804	111,351
SF Available	30,504	1,703	7,878	30,905	3,363	11,826
% Leased	88.23%	99.19%	97.85%	85.35%	98.20%	89.38%
Full Service Rental Rates	\$45.98	\$47.78	545.42	\$37.41	\$39.65	\$37.04
Estimated OpEx	\$13.98	\$15.78	\$15.42	\$13.91	\$15.65	\$14.54
Asking Base Rent	\$32.00	\$32.00	\$30.00	\$23.50	\$24.00	\$22.50
Parking Ratio Parking Cost	3.0/1000 \$85 (non-reserved) \$135 (reserved)	3.0/1000 \$85 (non-reserved) \$135 (reserved)	3.0/1000 \$90 \$200 (caged)	3.0/1000 \$75 \$45 (roof)	3.0/1000 \$90	3/1000 \$90
Comments	<ul> <li>Smallest: 1,296 SF</li> <li>Largest: 23,281 SF</li> </ul>	<ul> <li>Smallest: 1,703 SF</li> <li>Largest: 1,703 SF</li> </ul>	<ul> <li>Smallest: 3,000 SF</li> <li>Largest: 7,878 SF</li> </ul>	<ul> <li>Smallest: 947 SF</li> <li>Largest 22,232 SF</li> </ul>	<ul> <li>Smallest: 2,109 SF</li> <li>Largest: 10,263 SF</li> </ul>	<ul> <li>Smallest: 3,000 SF</li> <li>Largest: 8,215 SF</li> </ul>



Address

# V. DEALS IN THE MARKET



DOWNTOWN FORT LAUDERDALE MARKET PULSE

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4th QUARTER 2014



## 2014 YTD DONE DEALS

PI 474 100
PLAZA 100
100 NE 3rd Ave

Tenant	1.0ppenheimer & Co.	2. The Results Companies	3. Corporate Ins. Advisors
SF	15,763	2,472	7,675
Туре	Renewal	Expansion	Renewal
Term	8 years	63 mos	63 mos
Rental Rate	\$16.00/SF NNN	\$15.00/SF NNN	\$16.00/SF NNN
Escalations	3%	3%	3%
TIs	\$15.00	Turnkey	\$12.00
Free Rent	9 mos base	4 mos base	3 mos base

_#	Tenant	1. GlobeNet
	SF	8,332
	Туре	New
	Term	132 mos
	Rental Rate	Confidential
- Andrew Plan	Escalations	Confidential
NEW RIVER CENTER	TIs	Confidential
200 E. Las Olas Blvd	Free Rent	Confidential

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1 East Broward Blvd

Tenant	1. Splash Beverage	2. McGlinchey Stafford	3. Frenkel Lambert
SF	3,606	4,287	6,861
Туре	New	Expansion	Expansion
Term	Confidential	Confidential	Confidential
Rental Rate	Confidential	Confidential	Confidential
Escalations	Confidential	Confidential	Confidential
TIs	Confidential	Confidential	Confidential
Free Rent	Confidential	Confidential	Confidential

	Tenant	1. Cypress Equities
	SF	2,109
	Туре	New
	Term	64 mos
	Rental Rate	\$22.50/SF NNN
G	Escalations	3%
200 SW 1st Avenue	Tls	\$20.00
	Free Rent	4 mos



Tenant	t	1. Advanced Recovery Systems	2. Baker Donelson	3. Marcus & Neiman Law	4. Club Domains	5. Island Global Yachting
SF		5,940	5,932	1,673	2,118	1,059
Туре		Expansion	Expansion	New	New	New
Term		90 mos	65 mos	65 mos	65 mos	39 mos
Rental	Rate	\$23.00/SF NNN	\$23.00/SF NNN	\$25.00/SF NNN	\$19.00 SF/NNN	\$25.00/SF NNN
Escalat	tions	3%	3%	Confidential	Confidential	Confidential
TIs		\$45.00	\$35.00	Spec Space	\$3.00	Spec space
Free Re	ent	6 mos	5 mos	5 mos	5 mos	3 mos gross



100 SE 3rd Ave

# 2014 YTD DONE DEALS



101 NE 3rd Ave

Tenant	1. Advantage Opco	2. Thornton Tomasetti
SF	8,960	5,531
Туре	New	Renewal
Term	7 years	48 mos
Rental Rate	\$17.00/SF NNN	\$16.00/SF NNN
Escalations	3%	3%
TIs	\$15.00	\$15.00
Free Rent	6 mos	3 mos

	Tenant	1. Ft. Lauderdale Exec Suites	2. McFann & Dawson
	SF	15,200	3,500
	Туре	New	Renewal
	Term	132 mos	39 mos
	Rental Rate	\$18.50/SF NNN	\$21.50/SF NNN
	Escalations	3%	Confidential
110 TOWER	TIs	\$35.00	\$3.00
110 SE 6th Street	Free Rent	12 mos	3 mos gross



101 NE 3rd Ave

Tenant	1. GFLC&VB*	2. Allied Steel
SF	13,000	2,000
Туре	New	Expansion
Term	Confidential	Confidential
Rental Rate	Confidential	Confidential
Escalations	Confidential	Confidential
TIs	Confidential	Confidential
Free Rent	Confidential	Confidential

	Tenant	1. Blank Rome	2. Mombach Boyle & Hardin
	SF	8,789	5,968
	Туре	New	Renewal
	Term	77 mos	12 mos
<b>深刻的产品的</b>	Rental Rate	\$23.00/SF NNN	\$21.00/SF NNN
A SALAR & MAN	Escalations	3%	0
BROWARD FINANCIAL	TIs	\$25.00	\$0
CENTRE   500 East Broward Blvd	Free Rent	5 mos	0

\*1. Greater Fort Lauderdale Conventions & Visitors Bureau



	Tenant	1. Douglas Elliman
	SF	2,224
	Туре	New (Retail)
	Term	62 mos
	Rental Rate	\$35.00/SF NNN
	Escalations	3%
LAS OLAS CENTRE I	Tls	Confidential
450 E. Las Olas Blvd	Free Rent	2 mos

	Tenant	1. Berger Singerman
	SF	23,381
	Туре	Renewal
	Term	78 mos
	Rental Rate	\$27.00/SF NNN
	Escalations	3%
350 LAS OLAS CENTRE	Tls	\$20.00
350 E. Las Olas Blvd	Free Rent	3 mos

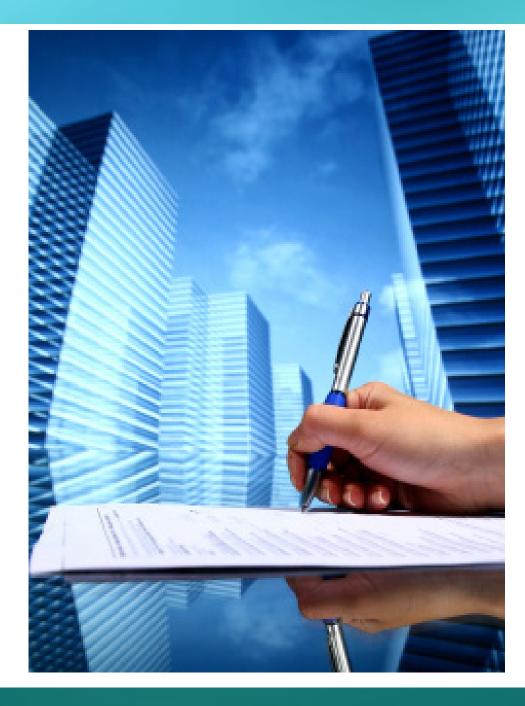
SUNTRUST CENTER 515 E. Las Olas Blvd	Tenant	1.Edens & Avant
	SF	5,802
	Туре	Renewal/Expansion
	Term	63 mos
	Rental Rate	\$20.00/SF NNN
	Escalations	3%
	Tls	\$32.80
	Free Rent	3 mos gross



## 2014 YTD DONE DEALS

Alla	Tenant	1. Price Waterhouse
	SF	11,626
	Туре	New
	Term	63 mos
	Rental Rate	\$28.00/SF NNN
	Escalations	3%
BANK OF AMERICA TOWER	TIs	\$15.00
@ LAS OLAS CITY CENTRE 401 E. Las Olas Blvd	Free Rent	3 mos base

### TOTAL SF LEASED YTD 173,808 SF







# QUESTIONS AND ANSWERS

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### DOWNTOWN FORT LAUDERDALE MARKET PULSE